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## UNDERSELLING.

TALLADEGA, ALA., Oct. 26, 1872.

To the Editor of the Trade Circular.

DEAR SIR: Harmony and co-operative interest are essential in all lines of business and in all ramifications of trade. Where the manufacturer does not protect the wholesale merchant and he the jobber, and he, again, the retailer, a clash of interest and a want of good feeling necessarily arise. Thus, how self-evident it is, that unless the retail bookseller is protected, by-and-by the whole machinery of that line of trade feels the shock! Hence, interest and justice alike demand protection of the rights and consideration of the welfare of the retailer at the hands of the wholesaler. Now, I have been prompted to lay charges on the publishers, because some have violated a principle of right to their own detriment.

Several first-class firms have flooded the country with agents, who present every teacher with a set of text-books, telling them that if they adopt the series, their pupils will be furnished by the home bookseller at half rates. The books are adopted, and the pupils are supplied at a profit to the bookseller of ten per cent., not enough to pay for handling. After introduction ceases, a pupil who wants a book must pay full price, and then it is impossible to explain the cause satisfactorily. Consequently complaint is made to the teacher, and he sends to the publishing house, and is supplied at half rates, and ere long the bookseller loses his entire trade. In extenuation of those houses belonging to the Publishers' Board of Trade, I will say that I am glad they have ceased selling at said rates; yet there are some other houses out of the Board still at this business. How short-sighted they are! for unless the bookseller prospers they will surely fail, and if they persist in working against the booksellers, the latter should, in justice to themselves, coalesce ag'nst these publishers who want them to sell for glory and not profit. Many houses furnish teachers books at ten per cent. better discount than is allowed buyers, which is unjust, and deserves execration. Again, an agent goes to a place where there is a weak-minded school board, gets in their good graces by presenting members each with a few handsome books, has his books adopted, furnishes them to teachers directly, allowing the booksellers no chance of a profit—yes, utterly ignoring him!—buys the old books at reduced rates, and what is the result? A bookseller has the books, now discarded, still on his shelves—a dead loss to him, and has no chance of making a profit on the books adopted. Now, certainly this is unfair *in toto*.

In the South, booksellers have suffered terribly from these evils, which need immediate remedy. Publishers should look to their duty to buyers, and allow teachers no more than twenty per cent., let their publications be sold on their merits—for many a teacher will adopt a new series simply for a gift of a set—and give no books away. Let them, in a word, work to the interest of the bookseller, and thereby advance their own interest.

Yours truly,

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## ADVANCE BOOK-NOTES.

[This Department is intended to include descriptive notices, from advance sheets, of all books of popular sale. Booksellers will thus be enabled to order knowingly and confidently on books likely to sell well in their localities, and to obtain such information as to the character of new publications as will "post" them for calling the attention of particular customers to books likely to suit their taste. Advance sheets for use in this department should be forwarded by publishers at earliest convenient date.—Ed.]

The *Pioneers and Patriots of America* is the title of a series of volumes which Dodd & Mead propose to present to the public, continuing them in the fashion of the popular "Libraries" of Wonder and of Travel, published by the Scribners. The volumes are in handsome style, in brown cloth, with a rich design of black leaf-work with gold medallion picturing an Indian lodge on the side, which will make them generally attractive, and are 12mos of about three hundred pages, each with several illustrations. The popular historian, Rev. J. S. C. Abbott, whose readable style is everywhere known, is the writer of the series. A volume on "Daniel Boone, the Pioneer of Kentucky," which will be issued next week, inaugurates the library. This briefly recounts the discovery of America and of its successive parts, and their settlement, and then tells of the early life of Daniel Boone. These chapters bring us to the exciting scenes of the early frontier,

the terrible struggles with the Indians, and the remainder of the book is crowded with adventure. The line of subject is a very taking one, and this, with Mr. Abbott's name and the attractive style of binding, is likely to make the new series a wide success.

The *August Stories*, Jacob Abbott's latest series, will be concluded with "Granville Valley," the fourth volume, which Dodd & Mead will publish next week, 16mo, pp. 346, with illustrations. This tells how Elvie went with August to live during the winter in a valley of the Green Mountains, and what grand times they had there with winter fun and maple-sugar making in the spring, and how much the two boys learned in that time. Mr. Abbott's popularity among children is amazingly great, and there will be thousands of them to hope that Santa Claus will send this fine box of four fat volumes, which make up "The August Stories," down the chimney.

A *Class-Room Taine*. A condensation of Taine's celebrated work on English literature has been prepared by Prof. John Fiske, of Harvard—who has shown himself perfectly capable of the task—for use in schools, academies and colleges. General readers who cannot spare the time required for the study of the original work, will also find the abridgment of great service. A very useful and



convenient chronological table of the principal authors and works in English literature, from Cædmon to Byron, which collates also the dates of eminent foreign writings, is appended to the volume. The work will be issued soon by Messrs. Holt & Williams in a neat 8vo of 502 pages.

A *Monologue on Matrimony*, and *The Toilet and Its Devotees*, being two piquant chapters from that most entertaining volume "Salads for the Solitary," by Frederick Saunders, are soon to be issued in 8vo pamphlets of 28 and 36 pages, in tinted paper covers, by De Witt C. Lent & Co., and doubtless will prove attractive as well as useful.

For the *King* is the title of a powerful novel by Charles Gibbon, which the Harpers will soon publish, as No. 382 of their Select Library. The scene is laid in Scotland and the tale has to do with the Rebellion of 1745. Sir Malcolm Oliphant, who regards the Pretender with respect and affection, but esteems his cause a mad and wasteful one, is called upon to take arms against him. The father of his young wife is fighting for Charles Edward, and in a clandestine visit to his son-in-law's house takes important despatches and brings Sir Malcolm under suspicion of treason. The events of the story follow each other in quick exciting succession, the author's style is very vigorous, his characters strongly drawn, and altogether the novel is one of the best which has recently appeared.

A *Woman's Vengeance*, by James Payne, already widely known through *Harper's Weekly*, will be issued shortly as No. 386 of Harper's Library of Select Novels. The plot of the story is well wrought out. A misunderstanding curiously arising between a husband and wife, the twain are separated; the latter through jealousy pretends death, so that the former is free to marry his early love. The jealous wife then plots to destroy the happiness of the newly-mated pair and brings much misery upon them. The author's style is fairly good, and his book will be found an acceptable one.

## The Book Trade in England.

From the (London) Bookseller.

THE past year has, on the whole, been a prosperous one; there has been plenty of business in every department—papermakers, printers, binders, have all been fully employed; the only complaint being that from various causes the profit has been far from commensurate with the business done. The wholesale trade has been most loud in this lament. The rise in wages and in the cost of materials has not been without its beneficial interests to the retail trade. They have not been subjected to the same amount of temptation to purchase cheap, showy, bad stock as formerly, and more attention has been paid to the quality of books offered. The most hopeful thing for the trade is the prospect of an universal spread of education; and that even in our own time, we may hope that it will be an impossibility to find a young man or a young woman of twenty who cannot read or write. With the diffusion of education there will also be extended a desire to read. It may be that at first the kind of reading devoured will be very largely of an exciting and vicious description; but this, like many other evils, in the course of time effects its own cure, for the boy who has read bad books as a boy, when he grows up to manhood, marries, and has a family, will become the most determined opponent of such literature. *Here and There*, and similar productions, find no place in the working man's house.

The trade may do great things towards the future of the working classes by guiding their literary purchases. Merely religious periodicals have a comparatively small sale, and can only be pushed at rare intervals; but there is now a vast variety of secular publications both entertaining and useful; magazines and papers to suit all ages and every class, that there ought to be no difficulty in supplying, and, as booksellers, in *prompting* all healthy demands. As we would shun a low medical man who pursued an infamous practice, so should we shun the bookseller or news vendor who spreads about his pestiferous wares.

Even the laborers' strike for higher wages is not without hope; at the present time by no chance does the laborer spend a sixpence upon books; he cannot do so, he cannot spare so many pence in his fight for bare existence. But follow his daughters, who have passed through the National School, and have become domestic servants, and what do we find? One takes in the *Family Herald*, another *Bow Bells*, a third, who is ambitious to become a ladies'-maid and rise in life, takes in the *Young Ladies' Journal*; while his boys, who occasionally snared a rabbit when at home, now that they are earning wages at the factory, buy the *Boys of England*, like *The Young Men of Great Britain*, and read with avidity any tales of adventure, of daring, or even of crime.

## LITERARY AND TRADE GOSSIP.

MR. STANLEY'S eagerly-expected work, "How I Found Livingstone," is now so far advanced that Messrs. Scribner, Armstrong & Co., of New York, are able to promise its publication before the middle of November. "How I Found Livingstone" is a complete and consecutive narrative of Mr. Stanley's notable exploit, and has been entirely re-written by him for this book. It includes a large number of thrilling incidents never before published, and is the only record of his adventures which is published under his sanction and authority.

A KITCHEN edition of Marion Harland's "Common Sense in the Household" has just been issued by Messrs. Scribner, Armstrong & Co. It is bound in water-proof and grease-proof cloth, and its edges are sprinkled so as not to soil easily. A number of blank leaves are added at the end where new receipts may be inserted. The idea is a capital one. In the future housekeepers will consult their parlor editions and send down word to the cook to get up dishes *à la* pages so-and-so.

THE first volume of Mr. Froude's "History of Ireland," upon which work the historian's remarkable lectures are based, will be issued by Messrs. Scribner, Armstrong & Co. this month.

A NEW work on villa and cottage architecture, by Isaac A. Hobbs & Son, is in the Lippincotts' press.

REV. O. B. Frothingham's new work, "The Religion of Humanity," will shortly be brought out by D. G. Francis, N. Y.

THE concluding part of the second volume of Mr. Herbert Spencer's "Principles of Psychology" will soon be published by the Appletons. It completes this portion, and with it the first half of the whole series of volumes which are to comprise his System of Philosophy.

THE Scribner's *Book-buyer* for the past fortnight contains, besides Mr. Welford's always pleasant letter and other matter, a report of the Froude dinner, which gives the addresses of Messrs. Curtis Froude, and Holland in fall.



THE *Bankers' Magazine*, of this city, prints the new laws of the State of New York in reference to banks, legal holidays, manufacturing companies, railroads, etc.; also, a list of 500 savings banks, comparative deposits of each; with all the acts of Congress relating to loans, the currency and national banks, from 1868 to June, 1872.

"FAITH AND FREE THOUGHT" is the title of the (English) Christian Evidence Society Lectures for 1872, which will shortly be published.

THERE is to be a considerable activity in England this season in personal *literaria*. Besides the second volume of Forster's Dickens, which will provoke an excited discussion, a third volume of the Correspondence of Alexander Pope, by the Rev. W. Elwin, which is announced by Mr. Murray, "will afford," says the London *Publishers' Circular*, "other revelations of literary life, which the editor does not scruple to comment upon bitterly enough, if we may judge from former volumes. It used to be a maxim, that as no man is a hero to his valet de chambre, so every man was a hero to his biographer, but Mr. Elwin seems to have, in Pope's case, proved a notable exception to this rule." The Personal Life of George Grote, the historian, with selections from his letters, by Mrs. Grote, is also announced by Murray, and another interesting volume is Personal Monographs, by Lord Houghton, who is even now better known as Monckton Milnes.

A NEW monthly periodical, edited by Edmund Hoefer, with the title of *Der Literaturfreund; ein Führer für Büchertliebhaber und Buchhändler*, is published at Stuttgart.

"A COLLECTION of Curious and Interesting Scottish Historical and Political Ballads," by Robert Sempill (originally printed in black letter, at Edinburgh, as separate broadsides), now first collected, is to be printed in Edinburgh.

A NEW English book, prepared in response to a public demand is, "Outlines of German Literature," by Mr. Joseph Gostick, author of a "Hand-book of American Literature," and Mr. Robert Harrison, librarian of the London Library. The work is said to be the result of many years reading of German authors, condensed into a small volume, dedicated, by permission, to Mr. Carlyle.

WE have authority, says the London *Echo*, to contradict the rumor published in the *Athenæum* of last week, that the education committee of the Privy Council contemplate framing a list of school books which alone would be permitted to be used in schools subject to Government inspection. We understand that the Education Committee have no such intention, although they have not refused to express an opinion unofficially as to whether certain class-books are inadmissible, as invading the principles of the Education Act.

AMONG new scientific books of interest is the late Professor De Morgan's "Budget of Paradoxes." It is said to be an acute and often witty dissection of the claims and theories of the crazy discoverers of squaring the circle, the law of perpetual motion, the anti-Newtonian theory, etc.

ANOTHER case of copyright difficulty has appeared in England. Miss Alcott's "Little Women" was first published by Messrs. Sampson Low & Co., in the interest of the author, and with her sanction. Some "pirates," seizing the work, undersold the rightful publisher, apparently at a very great reduction, by splitting the book into two volumes, calling them respectively "Little Women" and "Little Wives." Messrs. Low, to protect

themselves and Miss Alcott—whose "Old-Fashioned Girl" and "Little Men," by-the-way, were copyrighted in England, during her residence there—on these, are now obliged also to divide the book and issue "Little Women" and "Little Women Wedded." Among other things, does not this illustrate the evils of the practice for which honorable publishers are responsible, of tampering with authors' titles?

THE exports of German books, maps and pictures from Leipzig to the United States, amounted in 1870, to 309,696 thalers; in 1871, to 352,814 thalers, and during the first half of 1872, to 180,646 thalers. The first term of the current year shows a decrease, compared with that of last year.

THE printer and publisher, Pomba, of Rome, has addressed a circular to all Italian booksellers and publishers, which proposes to found an Italian literary metropolis at Florence, and make it the general depot of the Italian book trade. The subject will be discussed at the next booksellers' meeting in Venice.

DR. LUDWIG A. FRANKL, of the new Austrian Israelite Institute, has obtained from the Emperor of Austria an order to the Court and State printing establishment, to supply the apparatus needed for the department of printing in the new institute. It is said by competent authorities, that the blind can now be readily educated as type-setters.

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## CATALOGUES TRADE LISTS, ETC., WANTED.

BANGS WILLIAMS PUBLISHING COMPANY, General Agents for first-class subscription books and works of art, Providence, R. I. Correspondence solicited from publishers.

E. P. HOWE & CO., booksellers and stationers, 4 St. Charles Block, Syracuse, N. Y.

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GEO. A. SEARCY & CO., successors to Manly & Co., Tuscaloosa, Ala., have established a wholesale and retail book and stationery house in Meridian, Miss. They solicit latest catalogues sent to Meridian, Miss., and Tuscaloosa, Ala.

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The issue of "THE WEEKLY TRADE CIRCULAR" for November 28 will, in addition to the usual features, contain, 1st, a Descriptive Summary, and 2d, a Price List of the

## HOLIDAY BOOKS OF THE SEASON.

Advertisements intended for insertion in the CHRISTMAS TRADE CIRCULAR should be received at this office not later than Monday, Nov. 25. For insets, arrangements should be made *at once*.

Advertisers are urgently requested to supply early copy, as the lateness of date will allow no delay of issue.

### Terms of Advertising in the "Christmas Trade Circular."

*Page, \$25.00. | Half, \$15.00. | Quarter, \$9.00. | Eighth, \$5.00.*

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## The Christmas Bulletin.

Prompt information will be the prime object of the CHRISTMAS BULLETIN this year, though some of its last year's ornamental features may be sacrificed. Experience, to the disappointment of numerous subscribers, has proved that publishers cannot early enough supply the necessary material or preparing, and printing, in numerous editions, a fully Illustrated Bulletin, at a reasonable date for the Holiday trade.

The CHRISTMAS BULLETIN will be printed, however, on tinted paper, and be made as attractive as possible in the short time given. It will contain, as usual, a full descriptive account of the Holiday Literature, and a Price List of the new Gift Books and most prominent Juveniles of the season.

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in the central West; agents of the NATIONAL NORMAL SCHOOL at Lebanon, Ohio, and have the office of the Western Branch of the American School Institute. They make some specialties, among which are Prof. Arnold Guyot's Wall Maps and Perce's Magnetic Globes.

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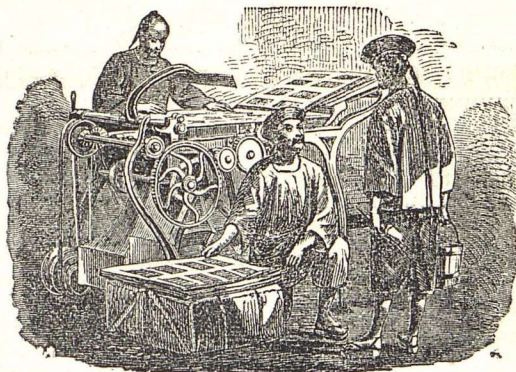
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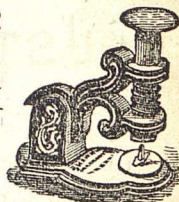
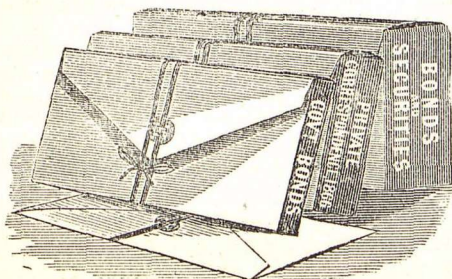
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